I/R Code 47.40

February 1985

AG225-1

Monthly Survey of

LIFE INSURANCE SALES IN THE UNITED STATES AND CANADA

Comparisons with Previous Year

	ANNUALIZED PREMIUM		FACE AMOUNT		NUMBER OF POLICIES	
	Current month	Year to date	Current month	Year to date	Current month	Year to date
UNITED STATES						
All ordinary business	118%	120%	108%	111%	95%	98%
Ordinary companies and departments	119%	123%	107%	112%	99%	104%
Combination companies and departments	113%	107%	113%	109%	89%	88%
Group	—	—	152%	150%	—	—
CANADA						
All ordinary business	101%	105%	104%	110%	93%	96%
Group	—	—	57%	103%	—	—

This survey gives ordinary sales results of a group of companies that report three measures of sales performance—face amount (volume), annualized premiums, and number of policies. From these data, premium per $1,000, average size policy, and premium per policy, as well as trends in those statistics, are shown.

The definition of new sales excludes revivals, indexed increases, dividend additions, reinsurance acquired, credit insurance (coverage of obligations not exceeding 120 months' duration), and products without insurance (e.g., annuities and Canadian pension bonds). The data include mass-marketed ordinary business.

The ordinary results are based on the experience of 126 companies—and their 53 subsidiary companies—operating in the United States and 35 companies plus three subsidiaries operating in Canada. The United States contributors represent 59 percent of the 1983 United States ordinary volume and 54 percent of the ordinary policies sold. The Canadian contributors represent 75 percent of the 1983 Canadian ordinary volume sold. Since no industry data are available on total annualized new ordinary premiums, the proportion of the premium total of each country represented by these companies cannot be determined. The business of these contributors may not represent the industry proportions of participating and nonparticipating policies and of term and permanent insurance sold; therefore, statistics (such as premium per $1,000) derived from the experience of the contributors may not represent the experience of the industry as a whole.

The survey also provides group sales volume under new or amended contracts. These results are based on the experience of 51 companies plus four subsidiaries operating in the United States and 17 companies operating in Canada. The United States contributors represent 64 percent of the 1983 United States volume of new or amended group contracts; the Canadian contributors represent 67 percent of the 1983 Canadian volume of new or amended group contracts.

The groupings of companies and departments are maintained for five-year periods to allow examination of trends; currently they are based on amount of ordinary life insurance in force in the country on January 1, 1983. The in force categories and, in parentheses, the number of contributing companies or departments in each:

UNITED STATES

Ordinary companies or departments

Group 1—$14 billion or more (26)
Group 2—$7 billion to $14 billion (18)
Group 3—$4 billion to $7 billion (21)
Group 4—$2 billion to $4 billion (19)
Group 5—$1 billion to $2 billion (17)
Group 6—Less than $1 billion (16)

Combination companies or departments

Group 7—$25 billion or more (2)
Group 8—$8 billion to $25 billion (4)
Group 9—Less than $8 billion (12)

CANADA

Group 1—$4 billion or more (15)
Group 2—$1 billion to $4 billion (14)
Group 3—Less than $1 billion (6)

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LIMRA INTERNATIONAL

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UNITED STATES

Ordinary Sales Results of 126 Companies

	ANNUALIZED PREMIUM (in thousands)			FACE AMOUNT (in thousands)			NUMBER OF POLICIES			PREMIUM PER $1,000			AVERAGE SIZE POLICY			PREMIUM PER POLICY			
	1984	1985	1985/1984	1984	1985	1985/1984	1984	1985	1985/1984	1984	1985	1985/1984	1984	1985	1985/1984	1984	1985	1985/1984	
January	$ 363,514	$ 441,664	121%	$ 35,651,152	$ 40,918,369	115%	685,779	694,179	101%	$10.20	$10.79	106%	$51,986	$58,945	113%	$530	$ 636	120%	January
February	366,362	431,552	118	37,678,708	40,703,152	108	770,486	733,598	95	9.72	10.60	109	48,903	55,484	113	475	588	124	February
March	423,350			42,224,798			862,268			10.03			48,969			491			March
April	409,861			41,155,965			821,222			9.96			50,116			499			April
May	451,805			44,380,987			851,691			10.18			52,109			530			May
June	439,493			42,777,020			821,621			10.27			52,064			535			June
July	414,946			41,360,193			804,706			10.03			51,398			516			July
August	436,315			42,459,399			789,777			10.28			53,761			552			August
September	397,100			37,519,709			731,090			10.58			51,320			543			September
October	463,003			44,796,828			865,573			10.34			51,754			535			October
November	444,132			42,605,150			792,279			10.42			53,775			561			November
December	609,406			52,682,333			890,008			11.57			59,193			685			December
Year total	$5,219,287			$505,292,242			9,686,500			$10.33			$52,165			$539			Year total
Year to date	$ 729,876	$ 873,216	120%	$ 73,329,860	$ 81,621,521	111%	1,456,265	1,427,777	98%	$ 9.95	$10.70	108%	$50,355	$57,167	114%	$501	$ 612	122%	Year to date

108 Ordinary Companies and 9 Ordinary Departments of Combination Companies

Total group																			**Total group**
Month	$ 294,483	$ 350,975	119%	$ 32,579,513	$ 34,981,315	107%	466,066	462,736	99%	$ 9.04	$10.03	111%	$69,903	$75,597	108%	$632	$ 758	120%	**Month**
Year to date	$ 592,105	$ 725,742	123%	$ 63,765,405	$ 71,230,583	112%	889,019	926,426	104%	$ 9.29	$10.19	110%	$71,726	$76,888	107%	$666	$ 783	118%	**Year to date**
Group 1—Month	$ 193,615	$ 219,889	114%	$ 21,554,919	$ 22,550,956	105%	316,955	308,174	97%	$ 8.98	$ 9.75	109%	$68,006	$73,176	108%	$611	$ 714	117%	Group 1—Month
Year to date	$ 385,783	$ 456,979	118%	$ 41,935,178	$ 45,738,954	109%	602,316	615,135	102%	$ 9.20	$ 9.99	109%	$69,623	$74,356	107%	$640	$ 743	116%	Year to date
Group 2—Month	$ 45,951	$ 63,291	138%	$ 4,994,208	$ 5,961,124	119%	60,984	67,385	110%	$ 9.20	$10.62	115%	$81,894	$88,464	108%	$753	$ 939	125%	Group 2—Month
Year to date	$ 100,569	$ 131,002	130%	$ 10,156,641	$ 12,293,406	121%	120,254	136,906	114%	$ 9.90	$10.66	108%	$84,460	$89,795	106%	$836	$ 957	114%	Year to date
Group 3—Month	$ 28,927	$ 36,814	127%	$ 3,018,928	$ 3,418,387	113%	46,144	44,612	97%	$ 9.58	$10.77	112%	$65,424	$76,625	117%	$627	$ 825	132%	Group 3—Month
Year to date	$ 55,814	$ 73,745	132%	$ 5,767,739	$ 6,974,925	121%	86,908	90,169	104%	$ 9.68	$10.57	109%	$66,366	$77,354	117%	$642	$ 818	127%	Year to date
Group 4—Month	$ 17,734	$ 19,813	112%	$ 1,974,551	$ 1,939,460	98%	21,389	22,411	105%	$ 8.98	$10.22	114%	$92,316	$86,541	94%	$829	$ 884	107%	Group 4—Month
Year to date	$ 34,000	$ 40,853	120%	$ 3,950,478	$ 3,974,491	101%	41,661	45,646	110%	$ 8.61	$10.28	119%	$94,824	$87,072	92%	$816	$ 895	110%	Year to date
Group 5—Month	$ 6,099	$ 8,686	142%	$ 741,097	$ 825,628	111%	13,864	14,257	103%	$ 8.23	$10.52	128%	$53,455	$57,910	108%	$440	$ 609	138%	Group 5—Month
Year to date	$ 12,225	$ 18,592	152%	$ 1,443,489	$ 1,733,588	120%	25,929	28,019	108%	$ 8.47	$10.72	127%	$55,671	$61,872	111%	$471	$ 664	141%	Year to date
Group 6—Month	$ 2,157	$ 2,482	115%	$ 295,810	$ 285,760	97%	6,730	5,897	88%	$ 7.29	$ 8.69	119%	$43,954	$48,459	110%	$321	$ 421	131%	Group 6—Month
Year to date	$ 3,714	$ 4,571	123%	$ 511,880	$ 515,219	101%	11,951	10,551	88%	$ 7.26	$ 8.87	122%	$42,832	$48,831	114%	$311	$ 433	139%	Year to date

18 Combination Companies and Departments

Excluding weekly premium ordinary

Total group																			**Total group**
Month	$ 69,748	$ 78,620	113%	$ 5,047,691	$ 5,683,187	113%	285,735	255,305	89%	$13.82	$13.83	100%	$17,666	$22,260	126%	$244	$ 308	126%	**Month**
Year to date	$ 133,760	$ 143,455	107%	$ 9,469,500	$ 10,314,123	109%	532,806	470,086	88%	$14.13	$13.91	98%	$17,773	$21,941	123%	$251	$ 305	122%	**Year to date**
Group 7—Month	$ 36,685	$ 43,729	119%	$ 2,691,031	$ 3,184,360	118%	107,307	98,142	91%	$13.63	$13.73	101%	$25,078	$32,446	129%	$342	$ 446	130%	Group 7—Month
Year to date	$ 67,829	$ 75,691	112%	$ 4,849,415	$ 5,519,469	114%	191,969	170,748	89%	$13.99	$13.71	98%	$25,261	$32,325	128%	$353	$ 443	125%	Year to date
Group 8—Month	$ 18,986	$ 21,867	115%	$ 1,407,425	$ 1,621,594	115%	93,982	84,927	90%	$13.49	$13.48	100%	$14,975	$19,094	128%	$202	$ 257	127%	Group 8—Month
Year to date	$ 39,643	$ 42,184	106%	$ 2,835,032	$ 3,071,444	108%	182,394	157,698	86%	$13.98	$13.73	98%	$15,543	$19,477	125%	$217	$ 267	123%	Year to date
Group 9—Month	$ 14,077	$ 13,024	93%	$ 949,235	$ 877,233	92%	84,446	72,236	86%	$14.83	$14.85	100%	$11,241	$12,144	108%	$167	$ 180	108%	Group 9—Month
Year to date	$ 26,288	$ 25,580	97%	$ 1,785,053	$ 1,723,210	97%	158,443	141,640	89%	$14.73	$14.84	101%	$11,266	$12,166	108%	$166	$ 181	109%	Year to date

Weekly premium ordinary

Month	$ 2,131	$ 1,957	92%	$ 51,504	$ 38,650	75%	18,685	15,557	83%	$41.38	$50.63	122%	$ 2,756	$ 2,484	90%	$114	$ 126	111%	**Month**
Year to date	$ 4,011	$ 4,019	100%	$ 94,955	$ 76,815	81%	34,440	31,265	91%	$42.24	$52.32	124%	$ 2,757	$ 2,457	89%	$116	$ 129	111%	**Year to date**

U.S. Variable Life Sales

VL AS A PERCENT OF CONTRIBUTORS' ORDINARY SALES

	ANNUALIZED PREMIUM		FACE AMOUNT		NUMBER OF POLICIES	
	1984	1985	1984	1985	1984	1985
January	3%	2%	2%	1%	2%	2%
February	3	3	2	2	2	2
March	3		2		2	
April	3		2		2	
May	3		2		2	
June	3		2		2	
July	3		2		2	
August	3		2		2	
September	4		2		3	
October	4		2		2	
November	3		2		2	
December	3		2		2	
Year total	3%		2%		2%	
Year to date	3%	2%	2%	1%	2%	2%

Number of Contributors Reporting . . .

	THIS MONTH	LAST MONTH
Variable Life Sales	10	10
Universal Life Sales	95	95

VL POLICY CHARACTERISTICS

	PREMIUM PER $1,000			AVERAGE SIZE POLICY			PREMIUM PER POLICY		
	1984	1985	1985/1984	1984	1985	1985/1984	1984	1985	1985/1984
January	$16.85	$17.02	101%	$52,596	$50,571	96%	$ 886	$861	97%
February	15.21	18.48	121	47,188	48,550	103	718	897	125
March	15.31			46,614			714		
April	15.69			47,580			747		
May	15.41			49,105			757		
June	15.25			49,096			749		
July	15.97			48,417			773		
August	16.00			48,428			775		
September	16.37			47,494			778		
October	16.97			49,393			838		
November	15.92			48,562			773		
December	18.27			55,104			1,006		
Year total	$16.15			$49,092			$ 793		
Year to date	$15.98	$17.79	111%	$49,556	$49,489	100%	$ 792	$880	111%

U.S. Universal Life Sales

UL AS A PERCENT OF CONTRIBUTORS' ORDINARY SALES

	ANNUALIZED PREMIUM		FACE AMOUNT		NUMBER OF POLICIES	
	1984	1985	1984	1985	1984	1985
January	25%	44%	22%	42%	15%	29%
February	26	45	22	41	14	27
March	28		24		15	
April	29		24		15	
May	30		26		17	
June	31		28		18	
July	34		30		18	
August	34		31		20	
September	35		32		19	
October	36		34		21	
November	38		35		23	
December	39		39		27	
Year total	32%		29%		18%	
Year to date	26%	44%	22%	41%	14%	28%

INTEREST RATES

	THIS MONTH	LAST MONTH
Range	7.7%-12.0%	7.7%*-12.5%
Range of middle 50%	10.5%-11.9%	10.5%-11.3%
Median	11.0%	11.0%
Number of cos. reporting rates	80	76
Number of plans reported	139	131
Number of new plans	9	6
Number of plans dropped	1	6
Number of plans showing . . .		
No change	96	
Increases	7	
Range of increases	0.1%-0.6%	
Average increase	0.4%	
Decreases	27	
Range of decreases	0.1%-1.0%	
Average decrease	0.5%	

*Average monthly Treasury bill rate

UL POLICY CHARACTERISTICS

	PREMIUM PER $1,000			AVERAGE SIZE POLICY			PREMIUM PER POLICY		
	1984	1985	1985/1984	1984	1985	1985/1984	1984	1985	1985/1984
January	$11.79	$11.42	97%	$76,761	$83,786	109%	$ 905	$957	106%
February	11.51	11.47	100	78,061	84,276	108	899	967	108
March	11.63			79,104			920		
April	11.67			80,012			934		
May	11.54			82,525			952		
June	11.31			83,386			943		
July	11.34			85,898			974		
August	11.23			86,233			968		
September	11.66			84,217			982		
October	11.13			81,990			912		
November	11.16			81,818			913		
December	11.66			85,792			1,000		
Year total	$11.45			$82,616			$ 946		
Year to date	$11.65	$11.44	98%	$77,428	$84,028	109%	$ 902	$962	107%

CANADA

Ordinary Sales Results of 35 Companies

	ANNUALIZED PREMIUM (in thousands)			FACE AMOUNT (in thousands)			NUMBER OF POLICIES		
	1984	1985	1985/1984	1984	1985	1985/1984	1984	1985	1985/1984
January	$ 24,823	$ 27,318	110%	$ 3,461,675	$ 4,058,967	117%	58,143	58,200	100%
February	32,836	33,204	101	4,408,610	4,591,930	104	80,717	74,837	93
March	35,464			4,834,858			83,188		
April	31,374			4,284,039			74,499		
May	35,499			4,892,138			84,428		
June	40,362			5,693,272			93,831		
July	32,540			4,623,297			71,683		
August	28,896			4,267,005			65,990		
September	32,900			4,649,030			76,811		
October	37,426			5,335,797			90,044		
November	43,410			5,997,870			99,298		
December	38,372			5,261,965			78,760		
Year total	$413,902			$57,709,556			957,392		
Year to date	$ 57,659	$ 60,522	105%	$ 7,870,285	$ 8,650,897	110%	138,860	133,037	96%
Group 1—Month	$ 25,348	$ 25,351	100%	$ 3,204,725	$ 3,402,336	106%	64,049	58,748	92%
Year to date	$ 43,216	$ 45,403	105%	$ 5,578,577	$ 6,337,808	114%	107,682	102,457	95%
Group 2—Month	$ 6,575	$ 6,874	105%	$ 1,040,009	$ 1,029,453	99%	14,430	13,726	95%
Year to date	$ 12,600	$ 13,183	105%	$ 1,965,618	$ 2,004,240	102%	26,992	26,004	96%
Group 3—Month	$ 913	$ 979	107%	$ 163,876	$ 160,141	98%	2,238	2,363	106%
Year to date	$ 1,843	$ 1,936	105%	$ 326,090	$ 308,849	95%	4,186	4,576	109%

	PREMIUM PER $1,000			AVERAGE SIZE POLICY			PREMIUM PER POLICY		
	1984	1985	1985/1984	1984	1985	1985/1984	1984	1985	1985/1984
January	$ 7.17	$ 6.73	94%	$59,537	$69,742	117%	$427	$469	110%
February	7.45	7.23	97	54,618	61,359	112	407	444	109
March	7.34			58,120			426		
April	7.32			57,505			421		
May	7.26			57,944			420		
June	7.09			60,676			430		
July	7.04			64,496			454		
August	6.77			64,661			438		
September	7.08			60,526			428		
October	7.01			59,258			416		
November	7.24			60,403			437		
December	7.29			66,810			487		
Year total	$ 7.17			$60,278			$432		
Year to date	$ 7.33	$ 7.00	95%	$56,678	$65,026	115%	$415	$455	110%
Group 1—Month	$ 7.91	$ 7.45	94%	$50,036	$57,914	116%	$396	$432	109%
Year to date	$ 7.75	$ 7.16	92%	$51,806	$61,858	119%	$401	$443	110%
Group 2—Month	$ 6.32	$ 6.68	106%	$72,073	$75,000	104%	$456	$501	110%
Year to date	$ 6.41	$ 6.58	103%	$72,822	$77,074	106%	$467	$507	109%
Group 3—Month	$ 5.57	$ 6.11	110%	$73,224	$67,770	93%	$408	$414	101%
Year to date	$ 5.65	$ 6.27	111%	$77,900	$67,493	87%	$440	$423	96%

Canadian Universal Life Sales

UL AS A PERCENT OF CONTRIBUTORS' ORDINARY SALES

	ANNUALIZED PREMIUM		FACE AMOUNT		NUMBER OF POLICIES	
	1984	1985	1984	1985	1984	1985
January	5%	16%	5%	13%	4%	10%
February	6	14	6	11	4	8
March	5		5		3	
April	6		6		4	
May	7		6		4	
June	7		7		4	
July	9		7		6	
August	9		8		6	
September	10		8		6	
October	11		10		7	
November	12		9		8	
December	17		13		11	
Year total	9%		8%		6%	
Year to date	5%	15%	5%	12%	4%	9%

Number of Contributors Reporting . . .

	THIS MONTH	LAST MONTH
Universal Life Sales	11	11

UL POLICY CHARACTERISTICS

	PREMIUM PER $1,000			AVERAGE SIZE POLICY			PREMIUM PER POLICY		
	1984	1985	1985/1984	1984	1985	1985/1984	1984	1985	1985/1984
January	$7.68	$8.32	108%	$75,393	$90,081	119%	$579	$750	130%
February	7.41	9.32	126	81,874	80,631	98	606	751	124
March	6.91			94,053			650		
April	7.49			78,765			590		
May	7.67			80,386			617		
June	7.50			89,314			670		
July	8.37			82,151			687		
August	8.18			78,663			643		
September	8.97			78,994			709		
October	8.20			77,977			640		
November	9.06			74,085			671		
December	9.36			81,127			759		
Year total	$8.29			$80,389			$666		
Year to date	$7.52	$8.81	117%	$79,134	$85,189	108%	$595	$751	126%

Group Sales Results

United States
Face Amount (in millions)
for 51 Companies

	1984	1985	1985/1984
January	$ 10,549	$15,546	147%
February	11,026	16,772	152
March	20,921		
April	8,431		
May	16,189		
June	11,960		
July	15,369		
August	16,461		
September	17,421		
October	15,590		
November	11,514		
December	22,853		
Year total	$178,284		
Year to date	$ 21,575	$32,318	150%

Canada
Face Amount (in thousands)
for 17 Companies

	1984	1985	1985/1984
January	$ 900,590	$1,664,151	185%
February	1,601,249	920,708	57
March	1,106,126		
April	735,812		
May	1,588,100		
June	2,472,593		
July	986,164		
August	1,582,470		
September	1,714,314		
October	2,046,864		
November	1,433,071		
December	4,380,070		
Year total	$20,547,423		
Year to date	$ 2,501,839	$2,584,859	103%

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LIFE INSURANCE SALES IN THE UNITED STATES AND CANADA

1985 CONTRIBUTORS

United States

Ordinary Companies or Departments

GROUP I

Ætna Life & Casualty*
Aid Association for Lutherans
Allstate Life (Illinois)
American General Life Companies
(includes American Amicable Life, American General Life [Texas], American General Life of Delaware, American General Life of Oklahoma, Cal-Western Life, Pioneer American, and Republic National Life)
Bankers Life (Iowa)*
Connecticut General Life*
Connecticut Mutual Life
(includes C. M. Life)
Equitable Life of the United States*
(includes Equitable Variable Life)
Farmers New World Life
Franklin Life
John Hancock Mutual Life*
(includes John Hancock Variable Life)
Lincoln National Life*
(includes First Penn-Pacific Life)
Massachusetts Mutual Life
(includes MML Life and MML Bay State Life)
Metropolitan Life*
(includes Metropolitan Insurance and Annuity and Metropolitan Tower Life)
MONY
(includes MONY Life of America)
Mutual Benefit Life*
(includes MBL Life)
New England Life
(includes New England Variable Life)
New York Life*
(includes New York Life and Annuity)
Northwestern Mutual Life
Penn Mutual
(includes Penn Insurance and Annuity and Penn Republic Life)
Phoenix Mutual Life
Prudential of America*
(includes Pruco Life and Pruco Life of New Jersey)
Security-Connecticut Life
State Farm Life
Transamerica Occidental Life*
(includes Transamerica Assurance)
Travelers*

GROUP II

Crown Life
General American Life*
Guardian Life of America
Home Life (New York)*
(includes Home Life Financial)
IDS Life (Minnesota)*
Life of Virginia*
(includes American Agency Life and Virginia Life of New York)
Manufacturers Life
(includes Manufacturers Life of America)
Minnesota Mutual Life*
National Life (Vermont)
Nationwide Life
Northwestern National Life*
(includes Northern Life [Washington] and North Atlantic Life*)
Provident Life and Accident*
Provident Mutual Life of Philadelphia*
(includes Providentmutual Variable Life)
Southern Farm Bureau Life
Southwestern Life
State Mutual Life of America*
(includes SMA Life)
United of Omaha Life*
USAA Life

GROUP III

Acacia Group
American National Insurance*
Bankers Life and Casualty (Illinois)*
Business Men's Assurance*
(includes Assurance Life)
Central Life (Iowa)
Century Companies of America
Columbus Mutual Life
Connecticut National Life
Country Life
(includes Mid-America Investors)
E. F. Hutton Life
Equitable Life of Iowa
Great Southern Life*
Great-West Life*
The Hartford*
Integon Life
Jefferson Standard
Kansas City Life
(includes National Reserve Life)
Ohio National Life Companies
Pacific Mutual Life*
(includes Pacific Financial Life)
Sun Life of Canada (Canada)*
(includes Sun Life of Canada [U.S.])
Western Life
(includes St. Paul Life)

GROUP IV

American Mutual Life
American United Life*
Bankers Life Nebraska*
Berkshire Life
Confederation Life*
Guarantee Mutual Life (Nebraska)
Guardsman Life
Investors Guaranty Life
Jefferson National Life
Lafayette Life*
Liberty Life (South Carolina)*
Monarch Life (Massachusetts)*
(includes Springfield Life)
Pan-American Life*
(includes Pan American Assurance)
Security Mutual Life of New York
Sentry Life (Wisconsin)
Southland Life
Standard (Oregon)*
Union Central Life
Union Mutual Life
(includes Unionmutual Stock Life of America and Unionmutual Stock Life of New York)

GROUP V

Canada Life Companies*
Continental American Life
Federated Guaranty Life
Government Personnel Mutual Life
Kansas Farm Life
Lamar Life
Midland Mutual Life
Midwestern United Life
Mutual Security Life*
Mutual Trust Life
National Guardian Life*
North American Life and Casualty
Reserve Life
Security Mutual Life (Nebraska)*
Shelter Life*
State Farm Life and Accident
Western States Life

GROUP VI

American Life of New York
Argus Life
Assumption Mutual Life
Boston Mutual Life*
Commonwealth Life*
Cotton States Life and Health
Dominion Life
Durham Life
Employers Life of Wausau*
Farmers and Traders Life
Harleysville Life
Life of Cincinnati
Mutual Service Life*
Old Faithful Life
Pioneer Mutual Life
Southern Life

Combination Companies or Departments

GROUP VII

John Hancock Mutual Life
(includes John Hancock Variable Life)
Prudential of America
(includes Pruco Life and Pruco Life of New Jersey)

GROUP VIII

American General Life and Accident
(includes American General Life of Delaware, American General Life of Oklahoma, and Life and Casualty)
American National Insurance
Liberty National Life
Western-Southern Life
(includes Western-Southern Life Assurance)

GROUP IX

Boston Mutual Life
Commonwealth Life
Commonwealth Life and Accident
Durham Life
Home Beneficial Life
Home Security Life (North Carolina)
Liberty Life (South Carolina)
Life of Georgia*
Southern Life
Southland Life
United Family Life
United of America

Canada

GROUP I

Ætna Canada*
Canada Life*
Confederation Life*
Crown Life
Great-West Life*
Industrial Life (Canada)*
(includes North West Life)
London Life*
Manufacturers Life
Metropolitan Life*
Mutual Life of Canada*
North American Life (Canada)
Prudential (England)*
Prudential of America*
Sun Life of Canada*
Transamerica Occidental Life*
(includes Transamerica Life of Canada)

GROUP II

Alliance Mutuelle*
Allstate Life of Canada
L'Assurance-Vie Desjardins
Commercial Union (Canada)
Co-operators Life
Dominion Life
Equitable Life of Canada
Fidelity Life (Canada)
Imperial Life of Canada*
National Life of Canada*
New York Life*
(includes New York Life of Canada)
Royal (Canada)
La Solidarite
Zurich Life of Canada

GROUP III

Assumption Mutual Life
Financial Life of Canada
MONY Life of Canada
State Farm Life
Travelers Life of Canada
L'Union-Vie

The groupings of companies and departments are maintained for five-year periods to allow examination of trends; currently they are based on amount of ordinary life insurance in force in the country on January 1, 1983. The in force categories and, in parentheses, the number of contributing companies or departments in each:

UNITED STATES

Ordinary companies or departments
Group 1 – $14 billion or more (26)
Group 2 – $7 billion to $15 billion (18)
Group 3 – $4 billion to $7 billion (21)
Group 4 – $2 billion to $4 billion (19)
Group 5 – $1 billion to $2 billion (17)
Group 6 – Less than $1 billion (16)

Combination companies or departments
Group 7 – $25 billion or more (2)
Group 8 – $8 billion to $25 billion (4)
Group 9 – Less than $8 billion (12)

CANADA
Group 1 – $4 billion or more (15)
Group 2 – $1 billion to $4 billion (14)
Group 3 – Less than $1 billion (6)

*Company contributes both ordinary and group data.

Companies contributing group data only: U.S. – Shenandoah Life, Washington National; Canada – Æterna-Vie